POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL	JUNE 1991	JUNE 1990	JUL-JUN 1990/91	JUL-JUN 1989/90
AL Alabama	3,518	3,475	85,124	81,794
AK Alaska	129	0	1,381	1,434
AZ Arizona	153	227	3,118	3,785
AR Arkansas	6,527	6,078	61,465	55,658
CA California	7,195	5,839	85,297	83,380
CO Colorado	704	969	13,306	13,072
CT Connecticut	251	80	992	2,331
DE Delaware	55	930	30,322	28,023
FL Florida	16,012	8,221	153,220	152,351
GA Georgia	4,221	4,037	138,954	136,455
HI Hawaii	299	123	26,355	8,824
ID Idaho	1,994	1,232	34,067	31,092
IL Illinois	14,394	32,440	624,959	628,147
IN Indiana	7,073	17,494	357,461	375,453
IA Iowa	5,234	12,174	446,990	505,232
KS Kansas	1,193	1,848	48,352	50,444
KY Kentucky	10,916	13,821	120,368	123,783
LA Louisiana	1,461	2,696	151,451	150,844
ME Maine	148	274	6,437	6,353
MD Maryland	809	1,509	35,142	30,182
MA Massachusetts	281	443	5,603	2,964
MI Michigan	15,622	22,974	172,073	212,746
MN Minnesota	6,894	9,514	332,763	370,988
MS Mississippi	1,401	1,661	45,233	37,039
MO Missouri	4,731	6,958	274,591	291,275
MT Montana	55	207	13,562	13,878
NE Nebraska	947	698	37,174	37,180
NV Nevada	0	0	155	798
NH New Hampshire	0	106	644	837
NJ New Jersey	337	683	5,331	6,349
NM New Mexico	631	517	8,594	4,766
NY New York	3,469	12,212	63,103	59,318
NC North Carolina	1,004	1,077	102,569	83,676
ND North Dakota	185	312	25,831	26,845
OH Ohio	12,718	22,292	366,034	444,359
OK Oklahoma	735	1,944	19,802	23,099
OR Oregon	1,939	1,362	31,328	33,166
PA Pennsylvania	2,510	4,908	59,460	63,230
RI Rhode Island	5	125	1,101	2,321
SC South Carolina	937	268	63,863	77,037
SD South Dakota	101	225	17,006	20,317
TN Tennessee	6,647	9,557	114,128	107,432
TX Texas	7,654	9,424	162,900	146,724
UT Utah	73	797	28,007	18,544
VT Vermont	855	1,043	8,315	6,087
VA Virginia	561	1,200	92,280	81,621
WA Washington	1,446	1,778	51,873	50,561
WV West Virginia	120	60	16,712	2,015
WI Wisconsin	15,279	36,142	236,920	296,272
WY Wyoming	21	43	3,438	2,848
TOTAL U.S.:	169,444	261,997	4,785,154	4,992,929
CANADA				
AB Alberta	878	1,816	38,697	40,268
BC Brit. Columbia	333	474	7,753	8,638
MB Manitoba	573	2,864	27,183	26,978
NB New Brunswick	285	605	15,211	12,537
NF Newfoundland	0	0	891	0
NS Nova Scotia	209	385	5,309	6,133
ON Ontario	14,617	26,303	183,431	201,280
PE Pr.Edward Isle	474	1,891	13,219	12,041
PQ Quebec	2,601	15,805	94,779	109,164
SK Saskatchewan	273	(22,147)	10,534	13,935
TOTAL CAN:	20,243	27,996	397,007	430,974
EXPORT SALES:	424,863	379,872	4,062,250	3,458,036
TOTAL AG SALES	614,550	669,865	9,244,411	8,881,939
Non-Ag U.S.	36,251	36,039	502,560	464,452
Canada	772	1,461	15,685	17,192
Exports	29,396	13,784	195,677	160,376
TOTAL NON-AG SALES	66,419	51,284	713,922	642,020
GRAND TOTAL	**680,969**	**721,149**	**9,958,333**	**9,523,959**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K_2O)

JUNE 1991

AGRICULTURAL		STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL	Alabama	1,065	0	2,216	15	222	3,518
AK	Alaska	0	61	16	0	52	129
AZ	Arizona	86	32	35	0	0	153
AR	Arkansas	105	0	5,267	1,098	57	6,527
CA	California	3,202	811	1,670	0	1,512	7,195
CO	Colorado	253	0	343	103	5	704
CT	Connecticut	0	32	135	0	84	251
DE	Delaware	0	1	54	0	0	55
FL	Florida	5,488	4,316	488	1,847	3,873	16,012
GA	Georgia	546	631	2,169	328	547	4,221
HI	Hawaii	0	185	0	0	114	299
ID	Idaho	137	32	1,486	109	230	1,994
IL	Illinois	0	12,008	1,451	911	24	14,394
IN	Indiana	1,427	4,353	347	414	532	7,073
IA	Iowa	90	1,834	560	2,750	0	5,234
KS	Kansas	358	94	602	110	29	1,193
KY	Kentucky	976	8,286	0	61	1,593	10,916
LA	Louisiana	218	0	1,127	111	5	1,461
ME	Maine	0	0	148	0	0	148
MD	Maryland	0	123	326	339	21	809
MA	Massachusetts	0	125	57	62	37	281
MI	Michigan	0	12,511	3,036	1	74	15,622
MN	Minnesota	23	4,030	2,378	199	264	6,894
MS	Mississippi	0	35	1,350	0	16	1,401
MO	Missouri	0	275	1,973	2,365	118	4,731
MT	Montana	0	35	0	20	0	55
NE	Nebraska	276	32	124	479	36	947
NV	Nevada	0	0	0	0	0	0
NH	New Hampshire	0	0	0	0	0	0
NJ	New Jersey	0	63	73	151	50	337
NM	New Mexico	165	0	374	0	92	631
NY	New York	0	266	2,901	230	72	3,469
NC	North Carolina	60	140	543	232	29	1,004
ND	North Dakota	0	0	185	0	0	185
OH	Ohio	335	10,143	495	1,437	308	12,718
OK	Oklahoma	152	0	553	14	16	735
OR	Oregon	60	572	564	523	220	1,939
PA	Pennsylvania	61	521	1,500	293	135	2,510
RI	Rhode Island	0	0	0	0	5	5
SC	South Carolina	0	60	667	124	86	937
SD	South Dakota	0	70	31	0	0	101
TN	Tennessee	14	6,037	172	374	50	6,647
TX	Texas	747	582	5,166	677	482	7,654
UT	Utah	44	21	0	0	8	73
VT	Vermont	0	0	824	14	17	855
VA	Virginia	121	121	99	215	5	561
WA	Washington	15	181	814	334	102	1,446
WV	West Virginia	0	60	60	0	0	120
WI	Wisconsin	0	10,578	3,967	478	256	15,279
WY	Wyoming	21	0	0	0	0	21
	TOTAL U.S.:	16,045	79,257	46,346	16,418	11,378	169,444
CANADA							
AB	Alberta	0	0	860	8	10	878
BC	Brit. Columbia	0	0	281	0	52	333
MB	Manitoba	0	65	494	0	14	573
NB	New Brunswick	0	182	103	0	0	285
NF	Newfoundland	0	0	0	0	0	0
NS	Nova Scotia	0	186	23	0	0	209
ON	Ontario	15	8,531	5,469	15	587	14,617
PE	Pr.Edward Isle	0	0	474	0	0	474
PQ	Quebec	0	14	2,425	15	147	2,601
SK	Saskatchewan	0	25	248	0	0	273
	TOTAL CAN:	15	9,003	10,377	38	810	20,243
*EXPORT SALES:		315,925	36,499	65,685	0	6,754	424,863
TOTAL AG SALES		331,985	124,759	122,408	16,456	18,942	614,550
NON-AG U.S.		26,175	-	-	9,733	343	36,251
	Canada	591	-	-	181	0	772
	*Exports	1,401	-	-	27,881	114	29,396
TOTAL NON-AG SALES		28,167	-	-	37,795	457	66,419
GRAND TOTAL		**360,152**	**124,759**	**122,408**	**54,251**	**19,399**	**680,969**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K_2O)

JUNE 1991

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	0	14,362	0	4,827	19,189
Belgium	0	0	11,550	0	0	11,550
Brazil	10,315	26,323	12,251	0	0	48,889
China	198,161	0	0	0	0	198,161
Colombia	2,907	0	2,031	0	440	5,378
Costa Rica	0	0	2,995	0	746	3,741
Denmark	11,374	0	0	0	0	11,374
Dom. Republic	0	0	3,768	0	0	3,768
Ecuador	2,335	668	663	0	171	3,837
Jamaica	0	2,267	0	0	0	2,267
Japan	8,128	4,193	5,747	0	(39)	18,029
Korea	17,732	0	0	0	0	17,732
Malaysia	15,038	0	0	0	0	15,038
Mexico	2,292	0	667	0	587	3,546
New Zealand	6,081	3,048	0	0	0	9,129
Philippines	3,694	0	0	0	0	3,694
Puerto Rico	0	0	0	0	22	22
Switzerland	16,712	0	11,651	0	0	28,363
Taiwan	21,156	0	0	0	0	21,156
TOTAL AG:	315,925	36,499	65,685	0	6,754	424,863
NON-AGRICULTURAL						
Argentina	20	-	-	0	0	20
Australia	0	-	-	0	48	48
Japan	12	-	-	16,981	66	17,059
Korea	250	-	-	10,900	0	11,150
Mexico	982	-	-	0	0	982
New Zealand	12	-	-	0	0	12
Taiwan	125	-	-	0	0	125
TOTAL NON-AG:	1,401	-	-	27,881	114	29,396
TOTAL EXPORTS	**317,326**	**36,499**	**65,685**	**27,881**	**6,868**	**454,259**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K_2O)

JUNE 1991

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	1,036	0	2,216	0	3,252
AK Alaska	0	61	0	0	61
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	0	433	433
CA California	0	0	0	0	0
CO Colorado	0	0	0	55	55
CT Connecticut	0	0	120	0	120
DE Delaware	0	1	54	0	55
FL Florida	5,263	4,316	488	1,847	11,914
GA Georgia	546	631	2,169	328	3,674
HI Hawaii	0	0	0	0	0
ID Idaho	0	32	1,089	109	1,230
IL Illinois	0	12,008	1,451	911	14,370
IN Indiana	1,427	4,353	347	414	6,541
IA Iowa	60	1,834	545	2,734	5,173
KS Kansas	0	15	0	0	15
KY Kentucky	976	8,286	0	61	9,323
LA Louisiana	0	0	15	77	92
ME Maine	0	0	148	0	148
MD Maryland	0	123	326	339	788
MA Massachusetts	0	125	57	62	244
MI Michigan	0	12,511	1,868	1	14,380
MN Minnesota	0	4,030	2,362	199	6,591
MS Mississippi	0	35	0	0	35
MO Missouri	0	194	506	2,113	2,813
MT Montana	0	35	0	20	55
NE Nebraska	0	16	0	479	495
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	0	0	0
NJ New Jersey	0	63	73	151	287
NM New Mexico	0	0	0	0	0
NY New York	0	266	2,901	230	3,397
NC North Carolina	60	140	543	232	975
ND North Dakota	0	0	185	0	185
OH Ohio	335	10,143	495	1,437	12,410
OK Oklahoma	0	0	106	0	106
OR Oregon	0	558	547	523	1,628
PA Pennsylvania	61	521	1,500	293	2,375
RI Rhode Island	0	0	0	0	0
SC South Carolina	0	60	667	124	851
SD South Dakota	0	70	31	0	101
TN Tennessee	0	6,037	61	374	6,472
TX Texas	0	0	0	0	0
UT Utah	0	21	0	0	21
VT Vermont	0	0	824	14	838
VA Virginia	121	121	99	215	556
WA Washington	15	166	794	334	1,309
WV West Virginia	0	60	60	0	120
WI Wisconsin	0	10,578	3,967	478	15,023
WY Wyoming	0	0	0	0	0
TOTAL U.S.:	9,900	77,410	26,614	14,587	128,511
CANADA					
AB Alberta	0	0	860	8	868
BC Brit. Columbia	0	0	281	0	281
MB Manitoba	0	65	494	0	559
NB New Brunswick	0	182	103	0	285
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	186	23	0	209
ON Ontario	15	8,531	5,469	15	14,030
PE Pr.Edward Isle	0	0	474	0	474
PQ Quebec	0	14	2,425	15	2,454
SK Saskatchewan	0	25	248	0	273
TOTAL CAN:	15	9,003	10,377	38	19,433
*EXPORT SALES:	304,787	14,468	51,337	0	370,592
TOTAL AG SALES	314,702	100,881	88,328	14,625	518,536
NON-AG U.S.	15,632	-	-	9,661	25,293
Canada	591	-	-	181	772
*Exports	149	-	-	27,881	28,030
TOTAL NON-AG SALES	16,372	-	-	37,723	54,095
GRAND TOTAL	**331,074**	**100,881**	**88,328**	**52,348**	**572,631**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K_2O)

JUNE 1991

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	0	0	14,362	0	14,362
Belgium	0	0	11,550	0	11,550
Brazil	4,630	4,960	7,275	0	16,865
China	198,161	0	0	0	198,161
Colombia	2,037	0	2,031	0	4,068
Costa Rica	0	0	1,261	0	1,261
Denmark	11,374	0	0	0	11,374
Jamaica	0	2,267	0	0	2,267
Japan	8,172	4,193	3,207	0	15,572
Korea	17,732	0	0	0	17,732
Malaysia	15,038	0	0	0	15,038
New Zealand	6,081	3,048	0	0	9,129
Philippines	3,694	0	0	0	3,694
Switzerland	16,712	0	11,651	0	28,363
Taiwan	21,156	0	0	0	21,156
TOTAL AG:	304,787	14,468	51,337	0	370,592
NON-AGRICULTURAL					
Japan	12	-	-	16,981	16,993
Korea	0	-	-	10,900	10,900
New Zealand	12	-	-	0	12
Taiwan	125	-	-	0	125
TOTAL NON-AG:	149	-	-	27,881	28,030
TOTAL EXPORTS	**304,936**	**14,468**	**51,337**	**27,881**	**398,622**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K_2O)

JUNE 1991

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	29	0	0	15	222	266
AK Alaska	0	0	16	0	52	68
AZ Arizona	86	32	35	0	0	153
AR Arkansas	105	0	5,267	665	57	6,094
CA California	3,202	811	1,670	0	1,512	7,195
CO Colorado	253	0	343	48	5	649
CT Connecticut	0	32	15	0	84	131
DE Delaware	0	0	0	0	0	0
FL Florida	225	0	0	0	3,873	4,098
GA Georgia	0	0	0	0	547	547
HI Hawaii	0	185	0	0	114	299
ID Idaho	137	0	397	0	230	764
IL Illinois	0	0	0	0	24	24
IN Indiana	0	0	0	0	532	532
IA Iowa	30	0	15	16	0	61
KS Kansas	358	79	602	110	29	1,178
KY Kentucky	0	0	0	0	1,593	1,593
LA Louisiana	218	0	1,112	34	5	1,369
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	21	21
MA Massachusetts	0	0	0	0	37	37
MI Michigan	0	0	1,168	0	74	1,242
MN Minnesota	23	0	16	0	264	303
MS Mississippi	0	0	1,350	0	16	1,366
MO Missouri	0	81	1,467	252	118	1,918
MT Montana	0	0	0	0	0	0
NE Nebraska	276	16	124	0	36	452
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	50	50
NM New Mexico	165	0	374	0	92	631
NY New York	0	0	0	0	72	72
NC North Carolina	0	0	0	0	29	29
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	0	0	308	308
OK Oklahoma	152	0	447	14	16	629
OR Oregon	60	14	17	0	220	311
PA Pennsylvania	0	0	0	0	135	135
RI Rhode Island	0	0	0	0	5	5
SC South Carolina	0	0	0	0	86	86
SD South Dakota	0	0	0	0	0	0
TN Tennessee	14	0	111	0	50	175
TX Texas	747	582	5,166	677	482	7,654
UT Utah	44	0	0	0	8	52
VT Vermont	0	0	0	0	17	17
VA Virginia	0	0	0	0	5	5
WA Washington	0	15	20	0	102	137
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	256	256
WY Wyoming	21	0	0	0	0	21
TOTAL U.S.:	6,145	1,847	19,732	1,831	11,378	40,933
CANADA						
AB Alberta	0	0	0	0	10	10
BC Brit. Columbia	0	0	0	0	52	52
MB Manitoba	0	0	0	0	14	14
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	587	587
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	147	147
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	810	810
*EXPORT SALES:	11,138	22,031	14,348	0	6,754	54,271
TOTAL AG SALES	17,283	23,878	34,080	1,831	18,942	96,014
NON-AG U.S.	10,543	-	-	72	343	10,958
Canada	0	-	-	0	0	0
*Exports	1,252	-	-	0	114	1,366
TOTAL NON-AG SALES	11,795	-	-	72	457	12,324
GRAND TOTAL	29,078	23,878	34,080	1,903	19,399	108,338

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K_2O)

JUNE 1991

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	0	0	0	4,827	4,827
Brazil	5,685	21,363	4,976	0	0	32,024
Colombia	870	0	0	0	440	1,310
Costa Rica	0	0	1,734	0	746	2,480
Dom. Republic	0	0	3,768	0	0	3,768
Ecuador	2,335	668	663	0	171	3,837
Japan	(44)	0	2,540	0	(39)	2,457
Mexico	2,292	0	667	0	587	3,546
Puerto Rico	0	0	0	0	22	22
TOTAL AG:	11,138	22,031	14,348	0	6,754	54,271
NON-AGRICULTURAL						
Argentina	20	-	-	0	0	20
Australia	0	-	-	0	48	48
Japan	0	-	-	0	66	66
Korea	250	-	-	0	0	250
Mexico	982	-	-	0	0	982
TOTAL NON-AG:	1,252	-	-	0	114	1,366
TOTAL EXPORTS	**12,390**	**22,031**	**14,348**	**0**	**6,868**	**55,637**